

FAX# 703 528 7880  
CREDIT RISK !!  
HARRIS REPORT FROM REP  
OCT23/12 10.14  
\*\*\*CHANGES\*\*\*  
\*\*\* WFTV-TV \*\*\*

REP. # \_\_\_\_\_ OFF. # 6556 SALESMAN # \_\_\_\_\_

BUYER NAME MEDIA PLACEMENT

SALES PRSN WA- JOE KNAUER

	CLASS: NATL.	LOCAL	REGIONAL
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Age Group	Percentage
18-24	10%
25-34	20%
35-44	25%
45-54	20%
55-64	15%
65-74	10%
75-84	5%
85+	5%

CITY TAX \_\_\_\_\_ STATE TAX \_\_\_\_\_ CO-OP BILLING NEEDED \_\_\_\_\_ DATE OCT23/12 10 14

STA:

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*  
ELECTRONIC INVOICES ARE TO BE SENT TO AGENCY  
TELEVISION INVOICES IDB#9914019

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
1												
AGENCY ADVERTISER CODE = 321      AGENCY EST# = 1567 AGENCY PRODUCT CODE = 340												

20	S	1200N-1230P	30	\$750.00	11/3	11/3	0	SAT	0
PROGRAM : EYEW NW-NN SA									
CON COM1: EYEW NW-NN SA									

REP: TEL# 703 528 7800 FAX# 703 528 7880  
CREDIT ADVISORY: AGENCY CREDIT RISK !!  
OCT23/12 10.14  
REP HEADLINE# 6282558 TRF# 327464 ORDER WORKSHEET HARRIS REPORT FROM REP \*\*\* WFTV-TV \*\*\*  
\$\$\$ MOD# 1: UNAPPROVED REV #1 \$\$\$ \*\*CHANGES\*\*

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
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64	A		500A-600A	30		\$750.00	11/3	11/3	1		SAT	1
PROGRAM : NEWS												
ORD COM1: WE CAN OFFER												
THIS IS A MAKE-GOOD FOR NOV3 ON LINE-20 FOR 1 SPOT/WK												
STATION MAKEGOOD OFFERS:												
M9	OK'D	BUY#20	MISSED: SAT/1200N-1230P						30S	\$750.00	(OCT22/12)	
			OFFER: SAT/500A-600A						30S	\$750.00	PLS ADVISE.	
CMT: WE CAN OFFER												

NOV/12 92925.00

CONTRACT TOTAL 92925.00  
TOTAL SPOTS 57

MARKET TOTALS \$273,308 WFTV 34% WKMG 18% WESH 21% WOFL 15% WKCF 2% WRBW 5% CABL 5%  
WOPX 0% WRDQ 0% EFTV 0%

SVC- NSI  
DEMOS- RA35+\*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME  
P-CLASS, PLAN, SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS \*-MULTIPLE